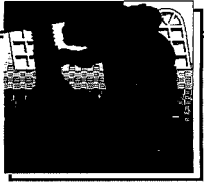




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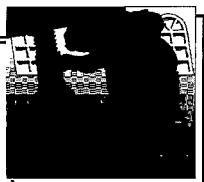
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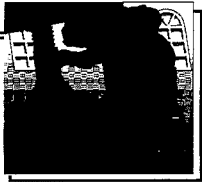
Management Team

- ◆ **Brewster Kahle: CEO**
WAIS Founder
Wide Area Information Server Project Leader—Thinking Machines, KPMG,
Apple, Dow Jones
Founding Engineer—Thinking Machines
- ◆ **Bill Dunn: Director**
Senior VP American Online
Former President, Dow Jones Information Services
Wide Area Information Server Project
Multimedia Publishing, Emerging Technologies
- ◆ **Bruce Gilliat: Vice President Sales & Mktg**
VP Sales—Fibronics International
National Account Manager—AT&T Information Systems
Technical Consultant- Pacific Telephone
- ◆ **John Duhring: Vice President Business Development**
On-line services consultant: Apple Computer, Dow Jones and others
General Manager—Supernac Software
Publishing Evangelist—Apple Computer
Acquisition Editor—Prentice Hall
- ◆ **Nick Scharf: Vice President, CFO**
Software Technology CFO and Business Consultant
CFO—VisiCorp, CopyMat
Controller—Tandem Computers
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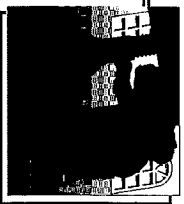
Management Team (cont.)

- ◆ Jean Christofferson, Director of Computer Operations
 - Ensemble Founder
 - Venture Solutions Founder—CICS, SNA network solutions for Hambrecht and Quist, Visa, Pacific Coast Stock Exchange
 - Stratus Systems & Others—world-wide CICS networks
- ◆ Keira Bromberg, Development Manager (acting)
 - Product Manager—WAIS-CMP Internet Publishing Project
 - New Products Manager, Production Planner, Marketing Specialist,
 - Software Development Manager— Thinking Machines
- ◆ Meikle Syme Hall, Production Services Manager
 - Vice President of Production—Varied Directions International
 - Production Coordinator—Bell One Productions
 - Production Coordinator—Four Corners Productions



Mission

To be the leader in delivering published content on the Internet using WAIS, Inc. software products and production services



Publishing in Transition

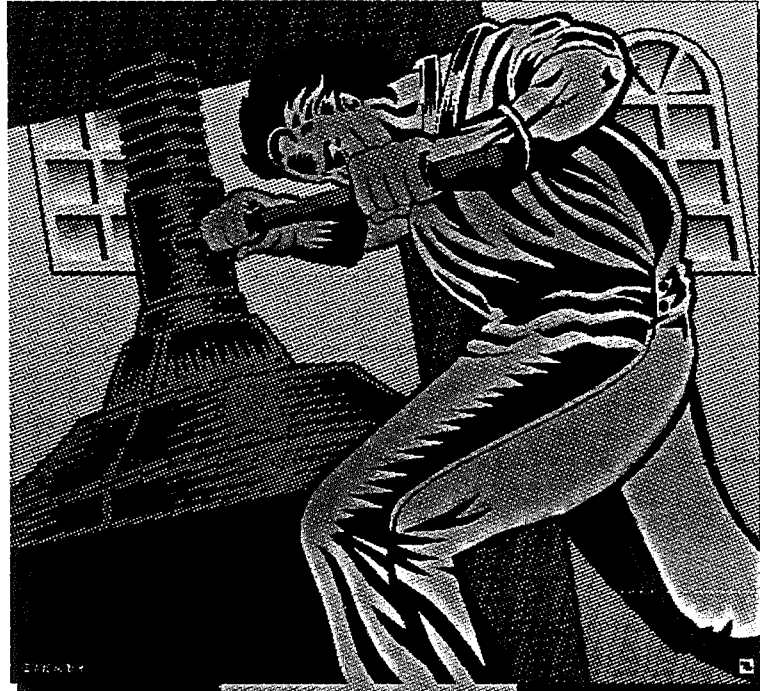
- ◆ More publications
- ◆ Fewer readers per publication (avg.)
- ◆ New players (e.g. CNN, USA Today)
- ◆ New Technologies: CD-ROM, Online

New opportunities in online publishing market



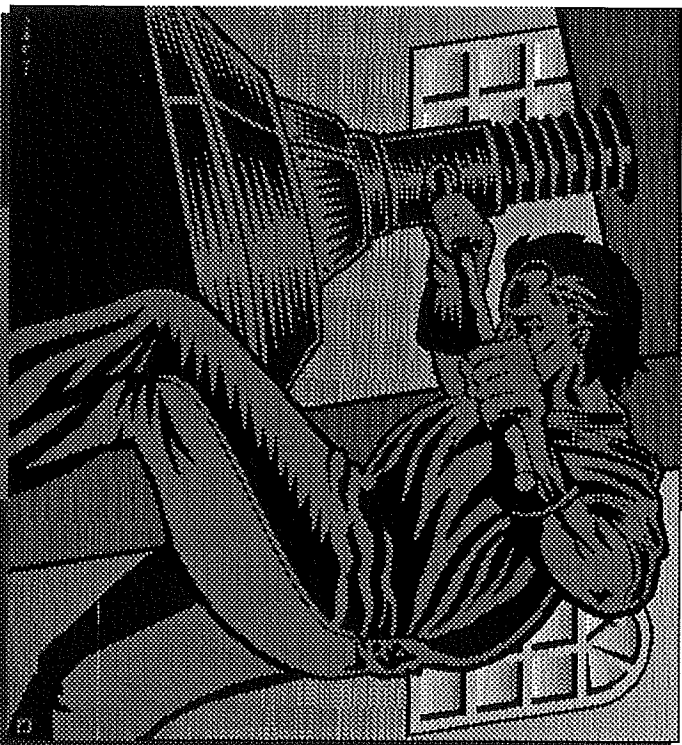
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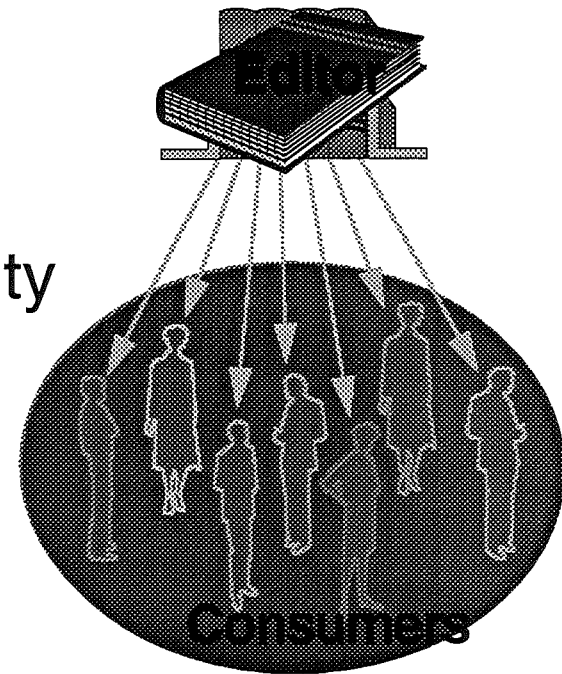
New opportunities in online publishing market



Publishing Evolution

Pre-Electronic: Printed documents

- ◆ Editors push content to classes of customers
- ◆ Editors set schedules
- ◆ Same content for all
- ◆ Limited research capability





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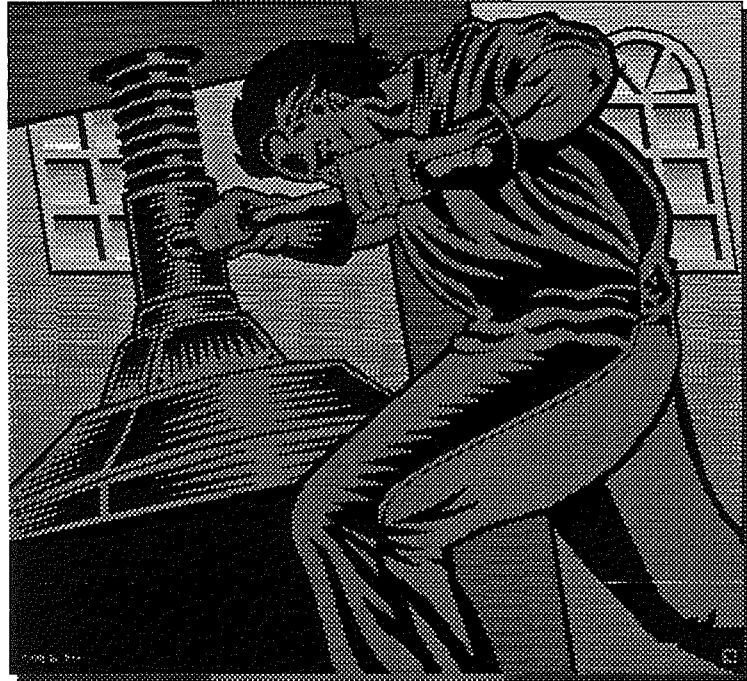
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